

# U.S. Army Materiel Command

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**Partnering from a  
Contracting  
Perspective  
13 February 2001**



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# Agenda

- *Questions to be addressed in the briefing:*
  - *“Partnering” What is it versus what it is not?*
  - *How can partnering help in the Contracting arena?*
  - *What can be done to encourage partnering?*
  - *What should be done to ensure the success of partnering?*



# *"Partnering" What is it?*



*A commitment between Government and Industry to improve communications and avoid disputes through an informal process.*

## *Primary Goal:*

*To provide high quality supplies & services to the soldier :*

- *on-time*
- *at reasonable prices*
- *with advanced technology*



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# Partnering

*Is NOT!!*

*Mandatory or  
a waiver of a  
parties' contractual  
rights*

*An IPT*

*A means to be  
used to change  
Contract  
provisions*

*Expensive*

*Against the  
Law*

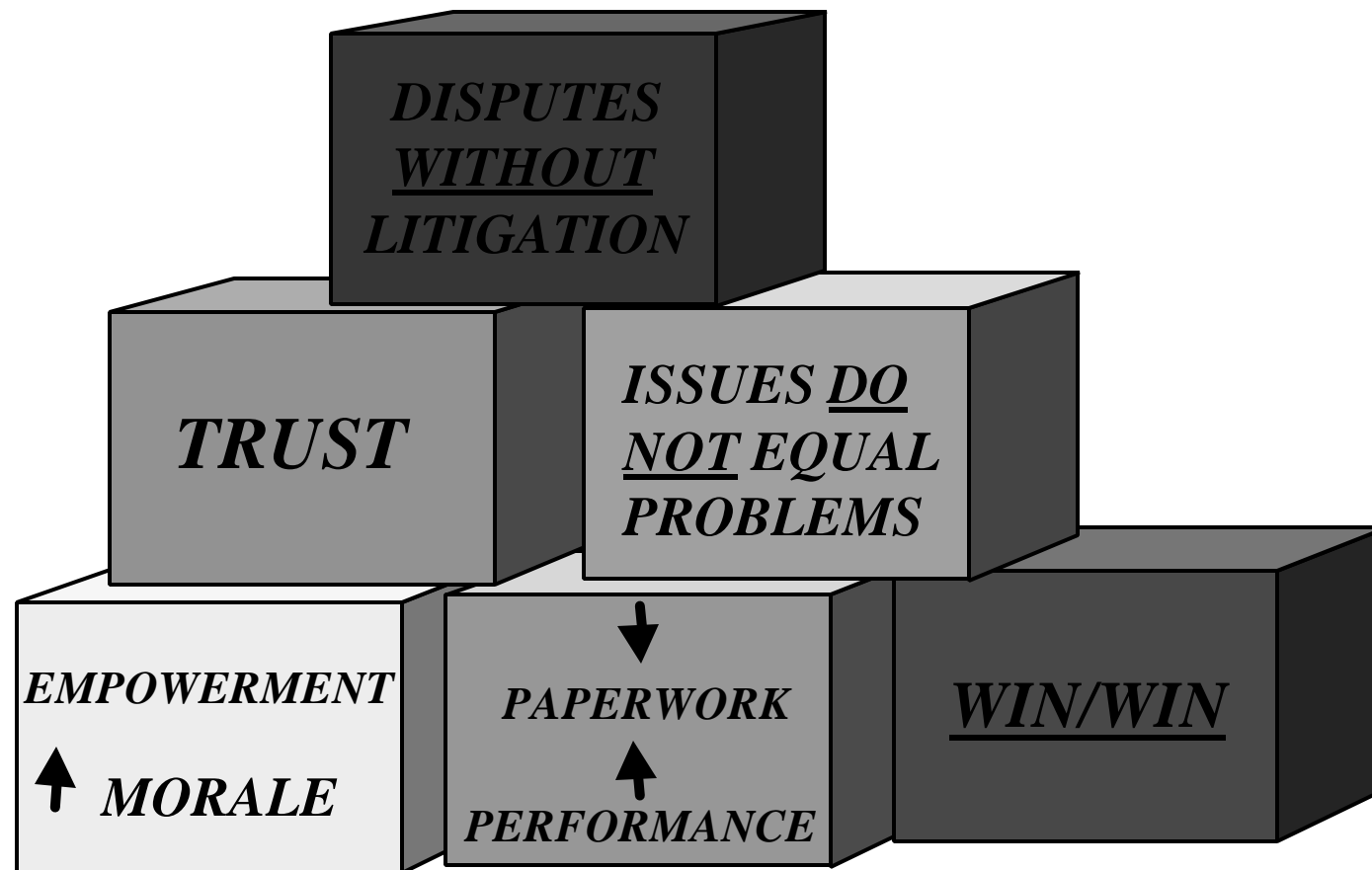


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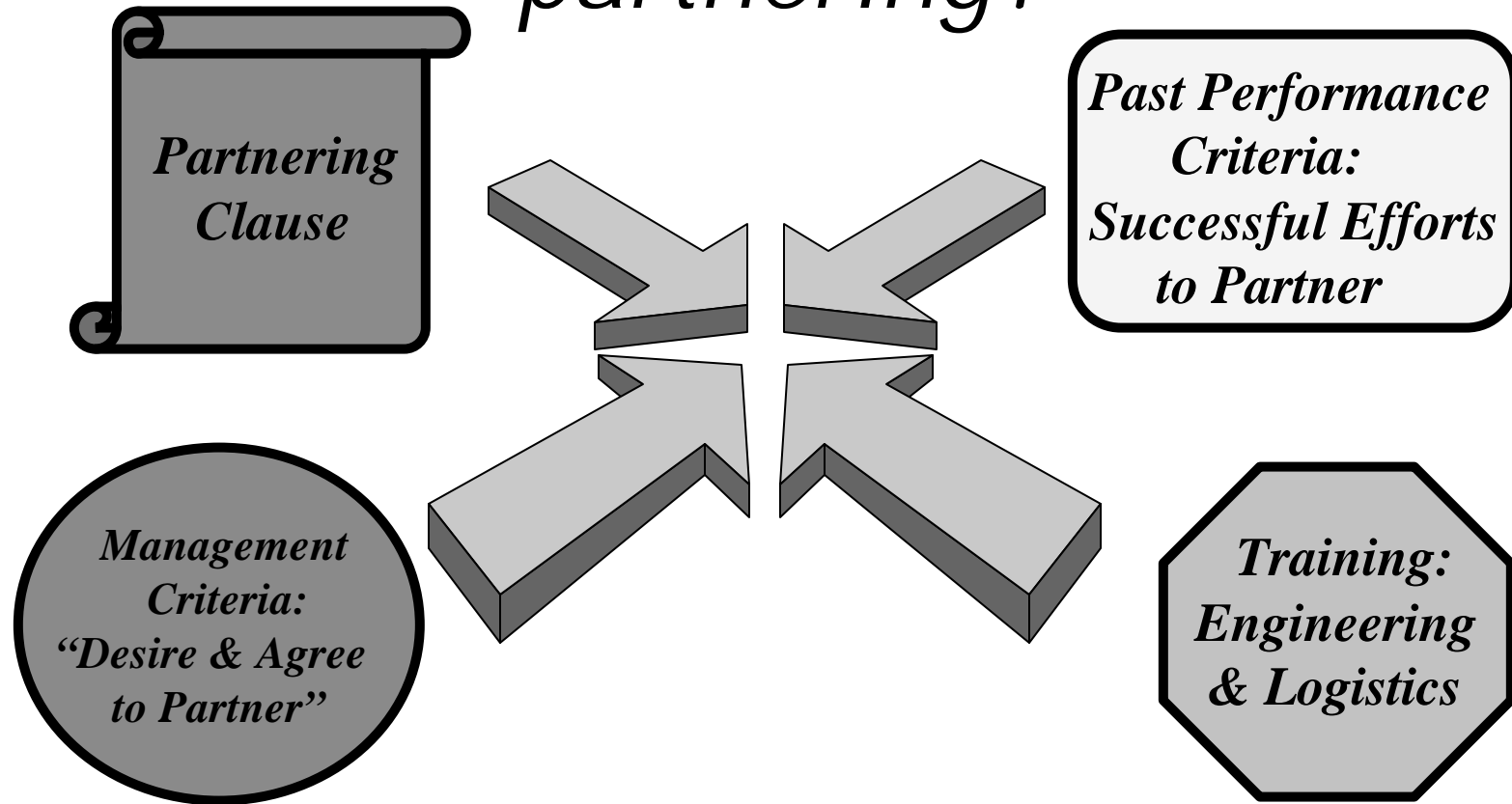
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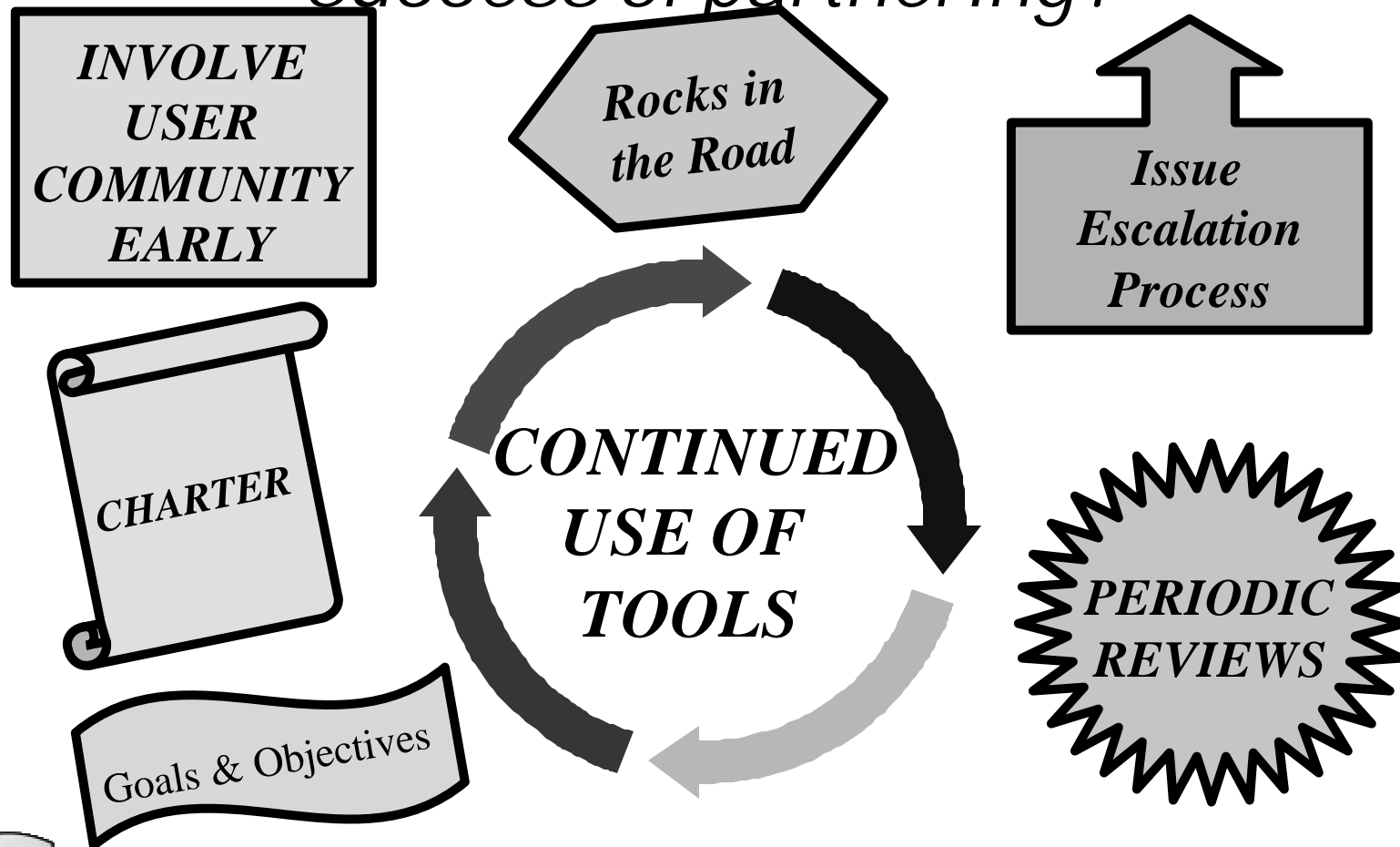
# *How can partnering help in the Contracting arena?*



# *What can be done to encourage partnering?*



# *What should be done to ensure the success of partnering?*



# REMEMBER!!



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8